

Message Text

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ORIGIN EA-14

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FM SECSTATE WASHDC

TO USLO PEKING

AMCONSUL HONG KONG

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E.O. 11652: N/A

TAGS: BEXP, BTRA, ETRD, CH, US

SUBJECT: AMERICAN IMPORTERS' ASSOCIATION (AIA) MISSION

TO PRC

1. DEPARTMENT HAS BEEN INFORMED (IN STRICTEST CONFIDENCE) THAT CCPIT HAS ACCEPTED VISIT BY THREE-MAN DELEGATION OF AIA OFFICERS, TO TAKE PLACE PROBABLY IN LATE SEPTEMBER. GROUP WOULD GO TO PEKING FOR MEETINGS WITH CCPIT, PROBABLY VISITING FALL FAIR ON WAY BACK TO THE U.S.

2. AS FAR AS WE ARE AWARE, NATIONAL COUNCIL HAS NOT BEEN NOTIFIED BY AIA. AIA HAS COOPERATED WITH NCUSCT IN THE PAST, BUT NOT TO THE EXTENT THAT THE COUNCIL WOULD PREFER. THE PRC INVITATION TO THE AIA, FOLLOWING UP ON LAST SPRING'S CANTON FAIR INVITATION, PRESUMABLY REFLECTS A DECISION BY PEKING TO FURTHER STRENGTHEN ITS SALES EFFORTS TO THE U.S. AS WELL AS TO ESTABLISH A MORE DIRECT RELATIONSHIP WITH AN ORGANIZATION CONSISTING WHOLLY OF IMPORTERS. WE HAVE NOTED SOME SECOND-HAND INDICATIONS OF PRC DISSATISFACTION WITH NCUSCT'S EFFORTS ON BEHALF OF U.S. IMPORTERS, BUT WE HESITATE TO READ ANY IMPLICIT CRITICISM INTO CURRENT AIA INVITATION SINCE CCPIT HAS PREVIOUSLY

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INDICATED AN UNWILLINGNESS TO DEAL EXCLUSIVELY WITH NCUSCT

OR ANY OTHER GROUP IN US-PRC BUSINESS MATTERS.

3. BEGINNING LAST WEEK, FIRST FEW (WE KNOW OF 9)
AMERICAN FIRMS RECEIVED FAIR INVITATIONS. THIS IS CON-
SIDERABLY EARLIER THAN LAST SPRING. ALTHOUGH THE
EMPHASIS SO FAR APPEARS TO BE ON PREVIOUS INVITEES AND
IMPORTERS, IT IS OF COURSE TOO SOON FOR FIRM CONCLUSIONS.
KISSINGER

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